

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 /011 R

DRAFTED BY NEA/ARN:PKBULLEN:GCB

APPROVED BY NEA/ARN:MDRAPER

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R 131705Z MAY 76

FM SECSTATE WASHDC

TO MESSRS. J. HALLOCK- B. LAMP- G.GUTHERIE FORD MOTOR
COMPANY FORDTRAC TROY MICHIGAN TELEX 0235772

UNCLAS STATE 117788

E.O. 11652:

TAGS:

SUBJECT: FORD TRACTORS

THE FOLLOWING IS FROM FORD REP PETER GOUGH IN DAMASCUS:

"I HAVE ADVISED INDEPENDENT GOVT SOURCE THAT PRESIDENT OF
SYRIA AWARE OF FORD NEGOTIATIONS.

MEFT HAS ASSIGNED ME OFFICE SPACE IN MINISTRY.

MARKETING STUDY. TOOK PRECAUTION OF CHECKING CONTACT LIST
WITH MR. WRIGHT WHO RECOMMENDED PRIOR CHECK WITH MEFT.
THIS PRUDENT COURSE. MEFT CONFIRMED THAT ALL CABINET NOT
IN ACCORD WITH EXPANSION WESTERN CONTACTS. ACCORDINGLY
PROCEEDING SELECTED CONTACTS BASICALLY ATTEMPTING GAIN
FURTHER SUPPORT MEFT INVITATION TO FORD.

RECOMMEND ONE FORD LOCAL COMMERCIAL COORDINATOR ASSIGNED FOR
ALL TRACTOR/TRUCK CAR/CONTACTS WITH MEFT PRACTICAL DEMON-
STRATION FORD EFFICIENCY AT OUTSET. MISCELLANEOUS GROUP
CONTACTS WILL ERODE RAPPORT ESTABLISHED AND COULD LEAD TO
CRITICISM MEFT INITIATIVE IN BACKING FORD ENTRY.

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GUTHRIE PLEASE TELEX HAJJAR ON 11206 OMATEL, DAMASCUS,

ATTENTION HAJJAR WHEN YOU AVAILABLE HIS VISIT; SUGGEST END OF MONTH.

NO MORE DISCUSSION OF BOYCOTT PROBLEM NOW THAT CONTACTS MORE AWARE OF 428.

PLEASE HAVE MUNGER CARRY MONEY FOR ME; BANK CANNOT FIND DRAFT, AS FORECAST BY MR. WRIGHT. CANCEL DRAFT.

SPENT SUNDAY IN COMPREHENSIVE TOUR FRAT PLANT/FACILITIES IN ALEPPO.

MUNGER SHOULD ATTEMPT BE AVAILABLE HERE FOR WORKING DAY THURSDAY PRIOR TO ARAB SUNDAY. BRING LIGHTERS, CROSS SETS AS HE SEES FIT.

HAVE PREPARED MUNGER VISIT. FLIGHTS OUT DIFFICULT DUE LEBANESE SITUATION; HAVE MADE RESERVATIONS DEPARTURE WEEKEND.

MINISTRY INDUSTRY REQUEST I REVISIT HIM. EXHIBITED IMPROVED FRIENDLINESS OVER LAST VISIT. KISSINGER

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